

Message Text

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PAGE 01 STATE 139089
ORIGIN EB-07

INFO OCT-01 ARA-10 ISO-00 CIAE-00 COME-00 DODE-00
DOTE-00 FMC-01 INR-07 NSAE-00 CG-00 DLOS-09
OES-07 L-03 INRE-00 NSC-05 SS-15 NSCE-00 SSO-00
/065 R

DRAFTED BY EB/TCA/MA:JAPURNELL:BST
APPROVED BY EB/TCA/MA:RKBANK
MARAD:RBOURDON(SUBS)
ARA/AND:JALLITTO(SUBS)
ARA/ECP:DTAHER(INFO)
FMC:FHURNEY

-----152238Z 083519 /70

O 152200Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY QUITO IMMEDIATE
AMCONSUL GUAYAQUIL

LIMITED OFFICIAL USE STATE 139089

E.O. 11652: N/A

TAGS:EWWT, EC

SUBJECT: SHIPPING NEGOTIATIONS

REF: A) QUITO 2929, B) STATE 092960

1. LAWRENCE BERMAN, VICE PRESIDENT OF TRANSWAY, THE PARENT COMPANY OF CCT, TELEPHONED DEPARTMENT (EB/TCA/MA) AFTER-NOON OF JUNE 15 TO INFORM US OF HIS CURRENT NEGOTIATIONS WITH COMANDANTE RAMIREZ OF ECUADOREAN MERCHANT MARINE.

2. ACCORDING TO BERMAN, RAMIREZ STATED HE MUST IMPLEMENT IMMEDIATELY RESOLUTIONS 3/77 AND 6/77. IN EXCHANGE FOR LIMITED OFFICIAL USE

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ALLOWING CCT TO ENTER INTO AN ASSOCIATION AGREEMENT WITH TRANSNAVES, AND THUS TO REMAIN IN THE TRADE, RAMIREZ REQUESTED THAT CCT WITHDRAW THE VESSELS IT CURRENTLY USES IN ITS MIAMI/ECUADOR SERVICE, AND THAT CCT AND TRANSNAVES JOINTLY INTRODUCE A NEW, EXCLUSIVE SERVICE TO MIAMI USING SMALLER VESSELS. BERMAN TOLD US THAT NEITHER LINE COULD MAKE A PROFIT USING SMALLER, LESS EFFICIENT VESSELS. ALSO,

HE SAID THAT SPLITTING THE MIAMI/ECUADOR TRADE ON A 50/
50 BASIS WOULD BE ANTI-COMPETITIVE AND THEREFORE WOULD

PROBABLY NOT BE APPROVED BY THE USG MARITIME REGULATORY
AGENCY, THE FEDERAL MARITIME COMMISSION.

3. BERMAN SAID HIS COUNTERPROPOSAL TO RAMIREZ WAS AN
OFFER TO ASSIST TRANSNAVES IN SETTING UP A SERVICE
BETWEEN NEW ORLEANS AND ECUADOR. RAMIREZ APPARENTLY DID
NOT REPLY DIRECTLY TO THIS OFFER BUT, ACCORDING TO BERMAN,
INSISTED THAT CCT GIVE HIM AN ANSWER TO HIS PROPOSAL
TODAY, JUNE 15.

4. DEPARTMENT ADVISED BERMAN TO CONTACT CONSUL GENERAL
IN QUAYAQUIL AND ECONOMIC COUNSELOR IN QUITO FOR ON-THE-
SCENE ASSISTANCE. WE WOULD APPRECIATE A REPORT ON THE
STATUS OF IMPLEMENTATION OF RESOLUTIONS 3/77 AND 6/77 AND
ANY DEVELOPMENTS REGARDING EMBASSY'S PREVIOUS REPRESENTA-
TIONS TO GOE ON THIS SUBJECT. BERMAN CAN BE REACHED AT
HOTEL CONTINENTAL, GUAYAQUIL. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MARINE TRANSPORTATION, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Sent Date: 15-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE139089
Document Source: CORE
Document Unique ID: 00
Drafter: JAPURNELL:BST
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770214-0477
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770653/aaaabuhf.tel
Line Count: 82
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: ec1c077c-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 QUITO 2929, 77 STATE 92960
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 18-Jan-2005 12:00:00 am
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2137922
Secure: OPEN
Status: NATIVE
Subject: SHIPPING NEGOTIATIONS
TAGS: EWWT, EC, US, TRANSWAY, CCT, TRANSNAMES, (BERMAN, LAWRENCE)
To: QUITO GUAYAQUIL
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/ec1c077c-c288-dd11-92da-001cc4696bcc
Review Markings:
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